

133 Different Articles OF UTILITY

This is the number displayed in our large King Street window.

Here is the Alphabetical List:

- | | |
|-----------|-----------------|
| A | Knife Board. |
| B | Knife Polish. |
| C | Lawn Mower. |
| D | Lawn Sprinkler. |
| E | Ladle. |
| F | Lap Board. |
| G | Lemon Squeezer. |
| H | Money Tilt. |
| I | Mallet. |
| J | Market Basket. |
| K | Meat Saw. |
| L | Metal Polish. |
| M | Mouse Trap. |
| N | Milk Pail. |
| O | Meat Chopper. |
| P | Nest Eggs. |
| Q | Oil Stove. |
| R | Pitch Fork. |
| S | Pitch Mattock. |
| T | Paint Brush. |
| U | Potato Masher. |
| V | Rake. |
| W | Rat Trap. |
| X | Raisin Seeder. |
| Y | Rolling Pin. |
| Z | Scrub Brush. |
| AA | Sink Strainer. |
| AB | Strainer. |
| AC | Stove Brush. |
| AD | Skimmer. |
| AE | Sieve. |
| AF | Scale. |
| AG | Shovel. |
| AH | Step Ladder. |
| AI | Saucepan. |
| AJ | Slaw Cutter. |
| AK | Salt Box. |
| AL | Sponge Basket. |
| AM | Shoe Brush. |
| AN | Skimmer. |
| AO | Stove. |
| AP | Tumbler Brush. |
| AQ | Towel Rack. |
| AR | Tobacco Cutter. |
| AS | Tub. |
| AT | Tea Pot. |
| AU | Tea Kettle. |
| AV | Toilet Stand. |
| AW | Tray. |
| AX | Waste Basket. |
| AY | Whisk Broom. |
| AZ | Wrench. |
| BA | Wood Saw. |
| BB | Wheelbarrow. |
| BC | Washboard. |
| BD | Watering Can. |
| BE | Wash Boiler. |
| BF | Water Cooler. |
| BG | Yard Broom. |

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LIMITED.

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Relieves Dandruff
Immediately
and causes thick, glossy hair to supplant the former thin, brittle growth.
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Poor Man's Progress to Great Riches.
From Grocery Clerk in Charleston,
S. C. to Sugar Magnate.

(Special to the Advertiser.)

SAN FRANCISCO, Jan. 16.—Claus Spreckels' recent activity in the lighting market of San Francisco, has brought him again prominently before the east, which has large interests in California stocks.

Spreckels has within the past few months won a great victory over the old gas company here, the San Francisco Gas and Electric Company, which he, with his Independent Electric and Power Company, has been fighting for several years past.

The New York Commercial, a great business daily of the metropolis, has the following to say of Spreckels, which will be interesting to the readers of the Advertiser, as it deals with his career in Hawaii:

Claus Spreckels was known a few years ago as the sugar king of the Sandwich Islands. Today he is the sugar king of the West. Past 72 years of age, he is still active, aggressive and originating. He landed in Charleston, S. C., fifty-two years ago, coming from Hanover, Germany. He was not educated, and speechless in English. He worked in a grocery in Charleston. In eighteen months he owned it, and in 1855 moved to New York. There he sold butter and eggs for some months.

In 1856 he took his family to San Francisco, and opened a grocery store. Money was plentiful, gold was being dug out of the earth in great masses, and Spreckels was worth \$50,000 in a few years. He might have retired; instead he bought a brewery. He sold it out for \$75,000 soon. When a grocer he had thought much of sugar; now he bought an interest in a local refinery. He managed it well and soon owned it entirely. He put in new machinery and made it a prosperous company. Finally he parted with it at a very high price. Then he went to Germany and studied sugar and sugar beets. He worked as a laborer for wages at Magdeburg for six weeks and made himself familiar with every practical item of the industry. He learned what has made him the master of the business in the United States.

He returned to California and built the Hawaiian sugar refinery—first a little wooden structure. Within three years the building was enlarged four times, and at the end of the four years, an immense brick plant was up, turning out 300 tons of sugar a day. Spreckels was now rich, but there were three other refineries in San Francisco. He got them all, either by purchase or subsidies. He invented new processes, which reduced the time of making hard sugar from three weeks to twenty-four hours, and he introduced into the American market for the first time the cube and crushed sugar of today. Then he went to Hawaii and made himself the owner of the Island product of sugar cane. This was in 1876, when the first reciprocity treaty between King Kalakaua and Uncle Sam admitting Hawaiian sugar free of duty had been signed. Spreckels found 10,000 acres of land, considered worthless. He dug a canal fourteen feet wide and three feet deep to build aqueducts, pierced thirty tunnels through solid rock, and got water to his desert at a cost of \$500,000.

He conquered Hawaii, industrially, and became the greatest factor in the up-building of latest Territory of the United States. He returned to California, and in 1883 was the unquestionable sugar king of the Pacific Coast. Then the sugar trust got after him. The octopus offered him \$1,000,000 for his interests. He wouldn't sell, and the fight was on. For a while Spreckels was at a decided disadvantage. The trust had numerous profits on its business in the Eastern States and could sell in California at a loss. Spreckels went to Philadelphia and built the largest and most complete refinery in the world, at a cost of \$5,000,000. He then fixed prices in all the Eastern markets of the trust, and became a very strong force. Then the trust made terms and Spreckels got control of the Pacific coast without further friction.

Meanwhile he had established a steamship service between San Francisco and Honolulu and had got a practical monopoly of the freight and passenger service. He had a long time been the rendezvous of a great many ladies, and on yesterday, when the first meeting for this season was held, the attendance was unusually good. Very attractive programs, worked over indefatigably by Mrs. D. C. Larcomb, Mrs. Ballard, Miss Rebekah Nye and others, were ready for distribution, and if every date is filled as delightfully as by the ladies for yesterday, the room will be taxed to its utmost capacity.

The motto for yesterday read: "Soft blows the wind that breathes from that blue sky." The reader was Mrs. W. H. Howard of Honolulu, who chances to be in Marietta visiting her brother, Mr. O. M. Hare.

Mrs. Howard's paper on her personal experiences in Hawaii was full of interest from beginning to closing, and particularly was this the case when she described most feelingly the arrival of the Coptic, bearing the news of the annexation of the Islands to the United States, and the subsequent ceremonies attending the lowering of the Hawaiian national flag and the raising of the glorious Star Spangled Banner over the hitherto monarchy of Queen Lili.

Mrs. Howard also described the extreme funeral customs, the excellent sanitary laws, so rigidly enforced, the feasts and revels and the social life of the Islanders.

Throat sore? There's no telling what a sore throat will do if you give it "right of way." Uncertain remedies often cause dangerous delay. Make a cure sure with Pain-Killer, known for half a century as a specific for sore throat, croup, coughs, and all kindred troubles. Keep it by you for an emergency. It never fails. Avoid substitutes, there is but one Pain-Killer, Perry Davis'. Price 25 cents and 50 cents.

The Monday afternoons arranged by the Woman's Centennial Association



trade. He bought large tracts of land in Southern California and began to develop beet sugar. He planted thousands of acres in beets and created one of the largest crushing plants in the world at Salinas, costing over \$1,000,000. Spreckels gave the farmers free sugar-beet seed, and as a result thousands of acres formerly barren are now growing beets.

Meanwhile he had taken up battle with the Southern Pacific Railroad. He thought freight rates were too high from the San Joaquin Valley Railroad. The Santa Fe has now bought this, and all the stockholders made a profit.

Spreckels put up the highest and finest office building in San Francisco. Back of it the San Francisco Gas and Electric Company had a power house, and poured black soot into the windows of Spreckels' skyscraper. Spreckels sent a polite note to Joseph Crockett, president of the company, asking him to abate the nuisance. Crockett told Spreckels he'd do as he pleased. Within a year and a half Spreckels spent \$3,000,000 on a new electric light plant. He gave San Francisco a service equal to any in the country. Now he is to put up an immense gas plant. Crockett's company's market value has gone down from \$13,000,000 to \$7,000,000. Today Spreckels makes 600 barrels of sugar daily. He controls the entire sugar trade of the coast, and has so many other interests that it would take much space to enumerate them.

Claus Spreckels is of medium height, compactly built, and dresses neatly. His eyes are clear and young looking, and his skin is rosy with health. His round head is covered with a thick growth of hair, now white. He has the movements of a man of forty. He has a pronounced German accent, and has a good deal of trouble with English, especially when he is angry, and he is often mad. He is a fighter from away back. Several of his sons are interested with him in some of his enterprises.

Spreckels has a magnificent residence in the fashionable part of San Francisco. He lives quietly, preferring his own home to those of others. He belongs to the Pacific Union, the leading club of San Francisco, and is much esteemed by his fellows there. He has never affected society. His wife, the choice of his youth, was a domestic. He and she are still happy with each other. He is not a sportsman, nor does he care much for theaters, racing or public pleasures. His heart is in his business and he will die working.

Spreckels has always been known as a man of honor, whose word was all that was necessary. He has done much for San Francisco and California. His generosity has provided a \$50,000 music stand for Golden Gate Park. He used to have a great love for Hawaii, but when annexation took place, against his bitter opposition, he withdrew entirely from any interest with the Islands, except the necessary connection made by his sugar business. He was a great friend of King Kalakaua for many years. That dusky monarch made him a knight. Later he had a row with Kalakaua, and told him to take back his title. Spreckels is not a church-goer. When he dies the West will have lost a master mind.

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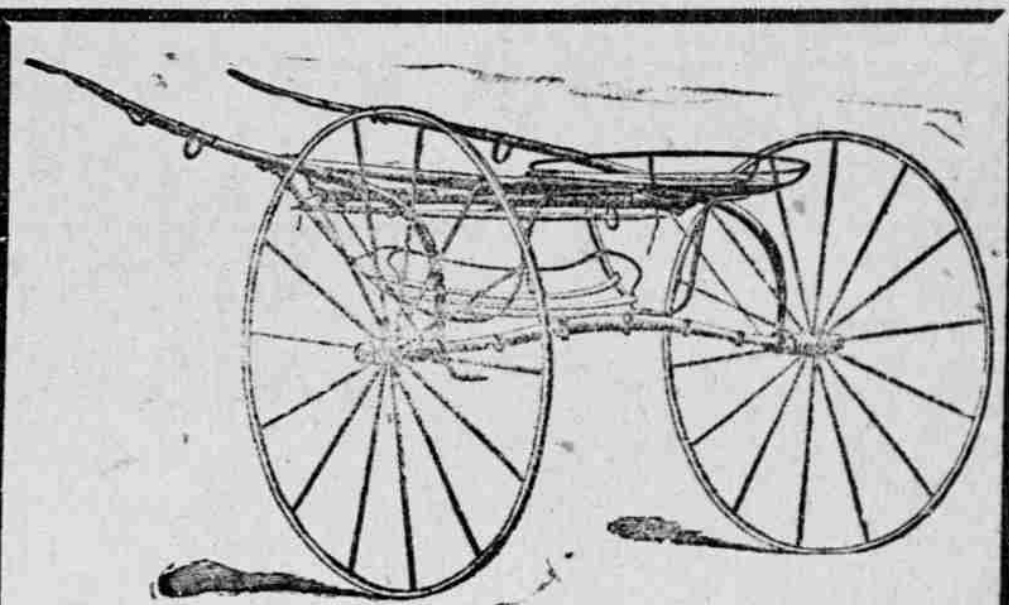
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